12/15/88

PAPER MERCHANT SALES REPORT SEPTEMBER, 1988

(by NPTA Region)	Sales per Selling Day September, 1988 Compared to September, 1987	Sales per Selling Day September, 1988 Compared to August, 1988	Sales per Selling Day 1988 YTD Compared to 1987 YTD	Days Outstanding (Accounts & Notes) At close of September 1987	1988	Calendar Day Cost* of ending August Inventory 1987	1988
INDUSTRIAL							
1	+11.0	+ 3.7	+ 7.5	42	40	60	74
2	+14.8	+ 1.5	+14.3	39	38	49	45
3	+13.1	+ 1.9	+13.8	39	38	59	58
4	+24.8	+ 7.5	+20.8	38	38	50	43
5	+11.0	+ 5.2	+13.0	36	36	53	55
6	+15.5	+ 5.8	+ 9.0	41	42	58	58
7	+ 6.1	- 3.8	+ 7.0	37	35	54	56
8	+10.5	+ 1.4	+12.8	37	36	56	56
9	+ 5.6	+ 3.8	+ 7.2	37	40	50	65
NY	+ 3.5	+ 4.5	+ 6.4	46	46	44	53
CHICAGO	+21.2	+ 5.8	+16.9	39	43	45	42
LA	+ 8.5	+ 2.6	+ 8.5	48	45	57	67
US	+12.3	+ 3.0	+12.0	39	39	53	55
PRINTING							
1	+15.8	+ 8.2	+13.8	45	44	43	47
2	+15.5	+ 3.3	+15.2	43	42	48	54
3	+20.8	+ 0.5	+16.9	43	42	76	65
4	+15.8	+ 2.0	+ 9.9	44	42	58	59
5	+13.5	+ 6.3	+15.6	43	40	70	67
6	+32.5	+14.2	+21.0	44	44	69	65
7	+20.4	+ 3.9	+14.2	40	40	69	64
8	+21.1	+ 7.5	+17.5	41	40	57	65
9	+22.0	+11.6	+18.4	39	40	62	62
NY	+19.0	+ 4.2	+24.9	41	39	65	57
CHICAGO	+36.2	+16.5	+31.1	44	41	68	68
LA	+24.4	+ 9.7	+15.6	42	41	90	79
US	+20.2	+ 6.0	+17.6	42	41	66	65

THIS REPORT WAS DELAYED DUE TO A COMPUTER MALFUNCTION.

IN THE INTEREST OF EXPEDITING THE REPORT, NO COMMENTS ARE AVAILABLE AT THIS TIME.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN, & VA
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX
8: IL, IN, MO, & WI (Except Chicago Metro
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino